



An introduction to Wallonia

Daoud GHALIMI Investment Project Manager Belgian Trade Commission In San Francisco



Belgium: A Federal Country

Brussels

Flanders

Wallonia





Wallonia: The clusters



Aeronautics & Space Industry



Agro-food



Engineering & Advance Materials



Life Sciences



Logistics



Environmental Technologies



Wallonia: Sterling infratructure

The infrastructure

Road: Highest concentration of highways in the World

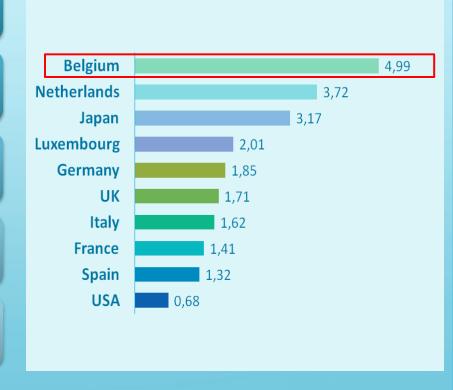
Rail: HSR connects main European cities and airports

Waterways: 4 fluvial ports

Air: 2 international airports

Multimodal platforms: 6 accross the region

Density of road network -Km per square Km





Wallonia: Sterling infrastructures

Access to:

#1 Logistics region in Europe

The market: 400 million Europeans

60 million European consumers within a 4 hour drive

66% of Europe in less than a day by truck

24/7 cargo airport connects Europe & US





Wallonia: Real Estate Market

4000 acres available in industrial and research parks

Leasing/buying cheaper than the neighboring countries

Low: \$4/sq ft High: \$5.4/sq ft

Flexible local urban planning departments

Proximity with major infrastructures



Wallonia: The clusters

Association of enterprises Common interest Free Involment of partners Partnership Competitivity Added value for the region Synergies between the companies



Wallonia: Fiscality

Real Corporate tax = Effective 25%

Ruling that can forsee the future tax level

Notional interest deduction

Dividend withholding tax exemption

Attractive tax system for expats

No double taxation between US/Wallonia



Wallonia: Financial incentives

Up to 70% in subsidies for basic research

Up to 70% advance loan for applied research

Up to 75% in subsidies for studies

Up to 75% tax exemption in recruitement, quality control, export

Up to \$130,000/employee through 5 years

Up to 5 years of property tax exemption



BTC: Your local assistance

In the US

How we can help:

Find distributors and partners locally

Building property selection

Access to local networks and connections; federal and regional authorities

Access to capital and incentives or grants

Incubators

Temporary offices

Shared working spaces

In Belgium

How we can help:

Organization of onsite visits

Assistance for incentives and grants requests

Day by day assistance

Search of best incentives

Long term partner

Experienced management can deal with local authorities

One week response from the local authorities: grants and incentives



In a few words...





Thank you!





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